

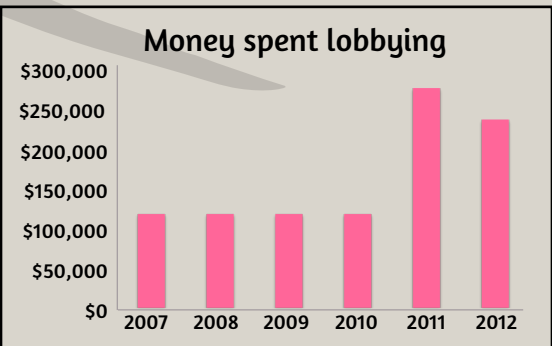
THE POWER OF DRONE LOBBYING

The drone industry largely is comprised of big-name defense contractors that have established roots in lobbying. These drone companies are represented by a nonprofit advocacy organization, the Association of Unmanned Vehicle Systems International, that represents more than 600 corporations around the globe. As corporations seek to expand drones from military to domestic uses, AUVSI has increased its lobbying.

TOP DRONE MAKERS IN THE U.S.

- ✓ General Atomics
- ✓ Northrop Grumman
- ✓ Boeing
- ✓ AAI Corporation
- ✓ Lockheed Martin

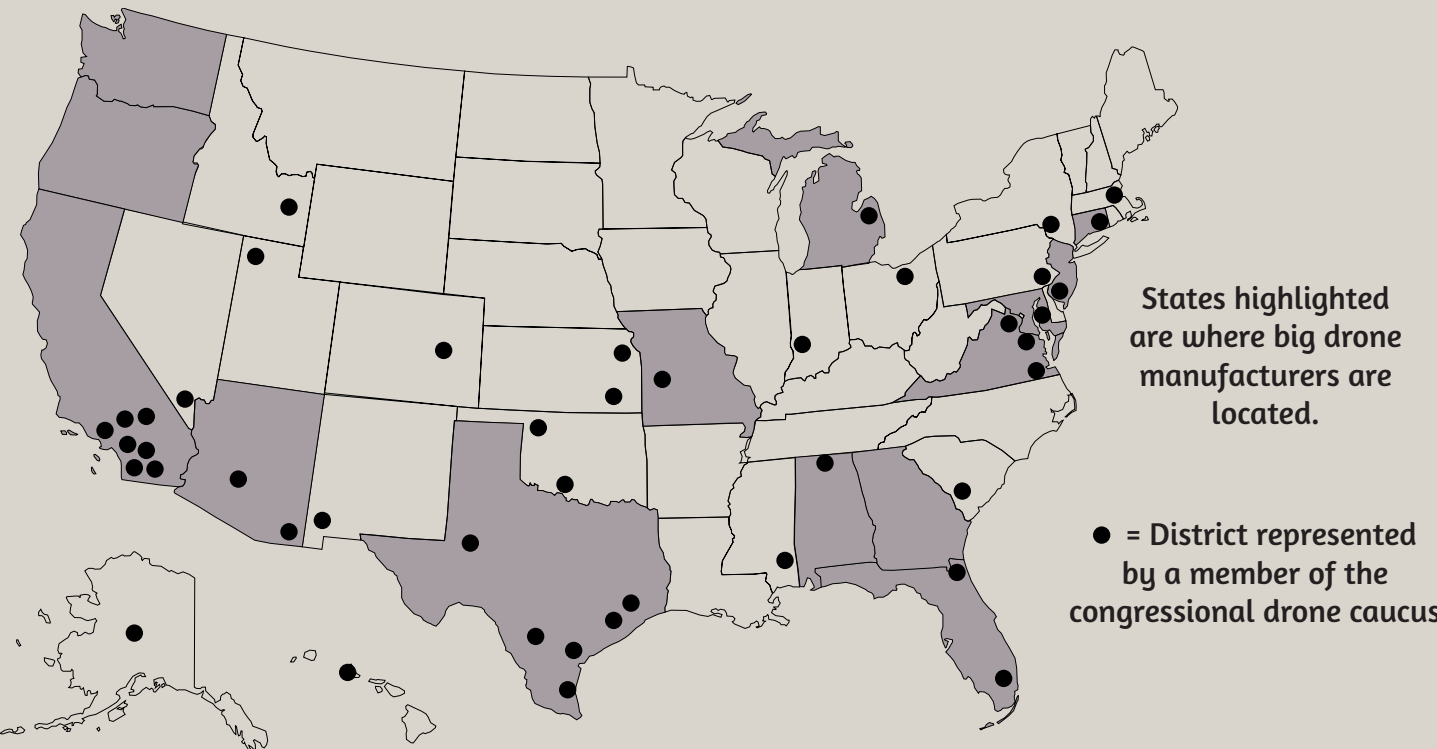
► All five are members of AUVSI.



► AUVSI spent \$280,000 in lobbying in 2011, more than doubling money spent in previous years. The FAA Modernization and Reform Act was introduced in Congress that year, and it is the first time legislation addressed drones.

CONGRESSIONAL REPRESENTATION

Of the 43 current members in the congressional drone caucus, 25 lawmakers represent districts in states that have a big drone manufacturing presence. Both co-chairs of the caucus — Reps. Buck McKeon, R-Calif., and Henry Cuellar, D-Texas — come from states where top drone makers like General Atomics, Northrop Grumman, Lockheed Martin and Vanguard Defense have their headquarters.



CAMPAIGN CONTRIBUTIONS, 2012 ELECTION CYCLE

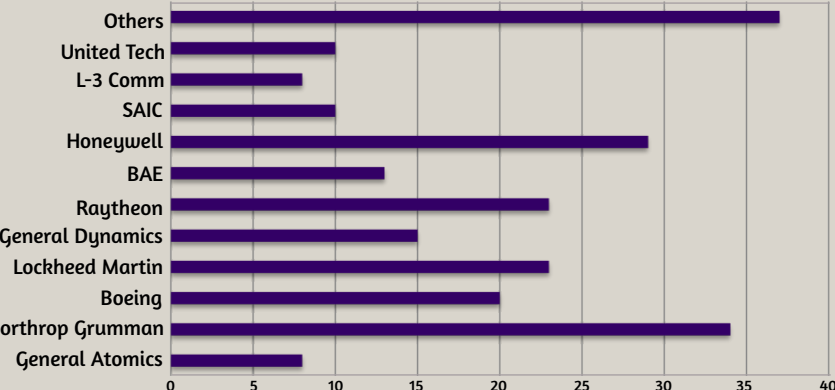
	General Atomics	Northrop Grumman	Boeing	Lockheed Martin
Total contributions to members of drone caucus	\$113,500	\$554,000	\$319,000	\$442,700
Percentage of total contributions to 2012 candidates	25%	19%	11.5%	15%
Top recipients: Which drone caucus members received the most money?	Rep. Buck McKeon, R-Calif. \$38,800	Rep. Buck McKeon, R-Calif. \$50,500	Rep. Buck McKeon, R-Calif. \$31,750	Rep. Buck McKeon, R-Calif. \$65,750
	Former Rep. Jerry Lewis, R-Calif. \$22,400	Rep. Robert Wittman, R-Va. \$24,950	Former Rep. Todd Akin, R-Mo. \$20,100	Former Rep. Silvestre Reyes, D-Texas \$15,000
	Rep. Duncan Hunter, R-Calif. \$16,450	Rep. Gerry Connolly, D-Va. \$22,000	Rep. Mike Pompeo, R-Kan. \$12,000	Rep. Mo Brooks, R-Ala. \$13,250

DRONE CAUCUS CO-CHAIR BUCK MCKEON is one of the top recipients of campaign contributions from drone companies out of all 2012 candidates. He received the second largest contribution from General Atomics, after Sen. Dianne Feinstein, D-Calif. He also received third largest amount of money from Northrop Grumman and Lockheed Martin, after presidential candidates Barack Obama and Mitt Romney.

57 OF 60 MEMBERS of the drone caucus received campaign contributions from Lockheed Martin during the 2012 cycle. Two members were not running for election. Boeing contributed to all but three members of the caucus who were running for election.

BIG SPENDERS

How much did drone caucus members' campaign fundraising depend on contributions from drone companies?



► The graph above shows how many times each company appeared on caucus members' top 20 contributions list.

THE FAA MODERNIZATION AND REFORM ACT OF 2012

By the numbers...

AUVSI's Advocacy Efforts on Behalf of the Industry

- AUVSI is becoming the go-to advocacy source for staffers and Members on Capitol Hill. Our Advocacy Team is on the Hill regularly.
- As an example: The only changes made to the UAS sections of the House FAA bill were made at the request of AUVSI. Our suggestions were often taken word-for-word
- FAA Small UAS Rulemaking Roadshow
 - AUVSI will utilize our Chapters and work with industry to collect comments to the proposed small UAS rule when it's released later this year
- It is critical that as an industry, we provide comments to the FAA — they are relying on all of us to provide them with the technical data they need

www.auvsi.org

AUVSI
unmanned vehicle systems international

► Written by the drone lobby?

The leaked PowerPoint above from an AUVSI presentation says, “The only changes made to the UAS sections of the House FAA bill were made at the request of AUVSI. Our suggestions were often taken word for word.”



4 members of the congressional drone caucus in 2011 were co-sponsors of the FAA bill.



1 member of the drone caucus proposed an amendment on drones that was incorporated into the final bill.



45 OF 60 members of the congressional drone caucus in 2011 voted for the FAA bill.